

May 1, 2026 -- Issue 327

Good Morning!

In this week's issue:

- The Hidden Cost of the Soft Market - By: **Linda King & Alycen Moss**
- Webinar: Succession Planning for Corporate Legal Departments, Law Firms & Solo Practitioners - May 13th at 12:00PM ET
 - Corporate Counsel Playbook - By: **Marisa Trasatti**
 - Commercial Roofing Systems - **By: J.S. Held**
- Video Replay: Cutting Edge Graphics, Demonstratives and Uses of AI for Trial
- FDCC Joins in Public Comments Opposing Nonlawyer Ownership of Law Firms and Fee Sharing in Tennessee
- New FedSpeaks Podcast Released: Up Close & Personal with our New Member: **Matthew Wagman**
 - FDCC Tech Tip - By: **Rich Dukes**

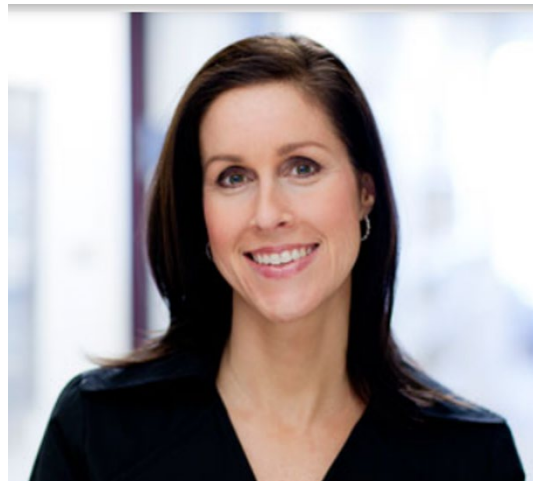
- What's On the Docket - Upcoming Meetings & Events
 - Have a Nice Day: **Rebecca Lindemann!**

#1: The Hidden Cost of the Soft Market

By: **Linda King & Alycen Moss**



Linda King



Alycen Moss

The commercial insurance market has spent several years in a prolonged soft phase – characterized by declining premiums, abundant capacity, and ever-increasing competition as carriers expand their offerings and enter new markets. These conditions have placed immense pressure on traditional insurers in every market, pushing every carrier to its heels, having to choose between client retention and measured underwriting.

The result has not merely been pricing compression, but systematic erosion of policy terms and conditions – the underwriting equivalent of Ozempic. Every

broker is looking to shave 50 pounds of carrier-specific endorsements. Endorsements once considered foundational have been narrowed or eliminated altogether, often with little immediate claims impact. Brokers, competing for placements, increasingly demand broader forms with fewer exclusions. Carriers – eager to preserve market share – have frequently acquiesced.

The timing feels like a perfect storm. As economic instability looms, social safety nets dwindle, AI overtakes human investment, and perils increase in severity and frequency, what is to come of the market when the claims do finally come? Insurers face a critical question: What exposure has been quietly created by the loss of guardrails in modern policy language – and how will courts respond when claims surge?

[Click Here to Read the Entire Article](#)

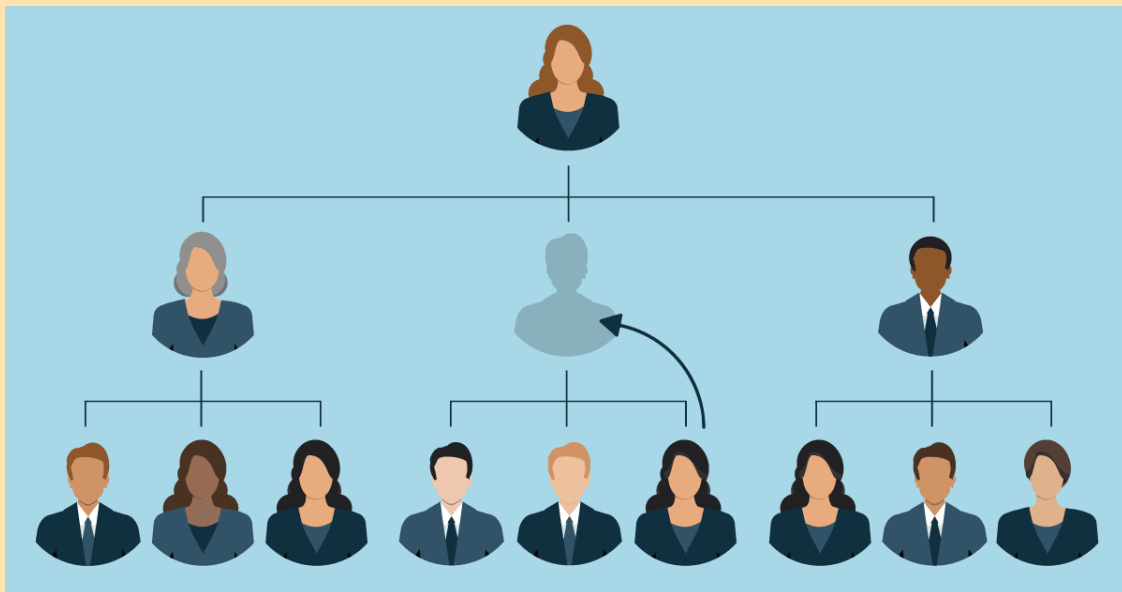
[Linda King](#) is an FDCC Corporate Counsel Member and Vice President of NAI Property Claims at [Sompo International](#) in Dallas, TX.

[Alycen Moss](#) is an FDCC Defense Counsel Member, a Partner and Co-Vice Chair of the Global Insurance Department in the Atlanta, GA office of [Cozen O'Connor](#), Senior Director on the Board, and Program Chair of the [2026 Annual Meeting](#) in Lisbon, Portugal.

#2 Succession Planning Webinar:

May 13, 2026 - 12:00PM ET / 9:00AM PT

Insuring the Future: Succession Planning and the Retention of Institutional Knowledge for Corporate Legal Departments, Law Firms, and Solo Practitioners



Please join us for an engaging program focused on one of the most important challenges facing law firms, insurers, and claims organizations today: how to plan for leadership transitions while preserving the institutional knowledge that drives long-term success.

This program features a panel including:

- **Linda King** of Sampo Insurance;
- **Halley Cruz**, Head of Training and Recruitment at Insure National; and
- **Jody Briandi**, President and Managing Partner of Hurwitz Fine P.C.

Drawing on their varied backgrounds, the panel of knowledge experts will examine succession planning and knowledge retention from multiple perspectives, including organizational continuity, talent development, mentoring, training, and the practical steps needed to ensure that experience and judgment are passed effectively from one generation of professionals to the next.

The discussion will offer valuable insights for members at all stages of their careers, whether you are leading a team, preparing future leaders, building a stronger training structure, or thinking about your own long-term professional legacy.

We hope you will join us for this timely and practical conversation.

[Click here to register for the Webinar](#)

#3 Playbook for Newly Minted General Counsels

By: Marisa Trasatti



As General Counsel (GC), you are no longer just an issue spotter or outside litigator; you are a strategic executive responsible for legal risk, ethics, and governance across the enterprise.

Your success will be judged by how well you enable the business to achieve its objectives while managing risk, cost, and reputation.

This guidebook is organized into practical chapters you can use in your first year:

- mindset shift,
- structuring the legal function,

- insurance and risk transfer,
 - HR and employment,
- corporate governance and board issues,
 - litigation management,
 - international matters,
- officer and director succession and planning, and
 - your personal 12-month transition plan.

[Click Here to Download the Playbook](#)



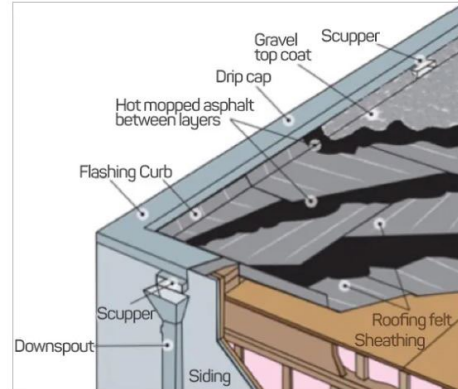
[Marisa Trasatti](#) is an FDCC Corporate Counsel Member and General Counsel at [Sciton, Inc.](#) She is also President of the [Maryland State Bar Association](#).

**#4 And Now a Word from Our
Platinum Sponsor J.S. Held**

**Commercial Roofing Systems: Materials, Lifespan, and Engineering
Strategies for Low-Slope Roof Performance**

On claims and lawsuits relating to evaluating roof condition, performance, or replacement strategy, there are important issues to be addressed.

This article provides a deep technical dive into current material trends, failure mechanisms, engineering best practices, and the evolving market forces shaping the modern commercial roof, as well as:



- Why a roof should be treated as an engineered, managed asset—not a commodity.
- How most catastrophic losses remain predictable and preventable.
 - Why material selection must align with exposure, not trends.
- How code-aligned wind and drainage design drives insurance and lifecycle outcomes.
- How restoration, QA/QC, and data-driven maintenance unlock capital efficiency.

[Click here to read the entire article](#)



J.S. Held is a Platinum Sponsor of the FDCC. For more information on their entire suite of consultant and expert services, please contact Betsy Rogers, J.S. Held's Senior Vice President and leader of corporate business development at 404-317-1669 or by email: brogers@jsheld.com.

#5 Video Replay: Cutting Edge Graphics, Demonstratives & Uses of AI for Trial



If you happened to miss this week's webinar in which FDCC Defense Counsel members **Bob Christie** & **Frank Ramos** provided a master class in how to implement AI in helping to create demonstratives and cutting edge graphics, you can click on the image above for the video replay.

The presentation provides practical approaches for translating complex evidence into clear, persuasive storytelling and ways AI and animation tools can support the development of more effective trial presentations.

Please also [click here](#) for Bob Christi's accompanying PPT deck.

#5.1 FDCC Joins Comments in Opposing Nonlawyer Law Firm Ownership and Fee Sharing



Yesterday, the FDCC joined other defense and business organizations in filing public comment with the Tennessee Supreme Court in opposition to nonlawyer law firm ownership and fee sharing. [Click here](#) to read the entire Comment.

Noting that other jurisdictions have experimented with loosening rules against nonlawyer ownership of law firms and fee-sharing, the Court was advised that the efforts have not provided compelling evidence that doing so benefits the public. In fact, momentum has shifted in the opposite direction, with many states now tightening restrictions or emphatically rejecting proposals to weaken existing professional responsibility rules.

The Comment summarized that "[e]rosion of the traditional rule would impair lawyers' professional independence and undermine the integrity of the civil justice system by inviting outside financial interests whose primary goal is a return on investment...Tennessee should reaffirm the existing regulations, safeguard the integrity of the state's civil justice system, protect the public from the influence of profit-driven investors, and ensure that lawyers remain free to exercise independent professional judgment exclusively in service of their clients."

#5.2 FedSpeaks New Podcast Episodes Released



Jill Pedigo Hall



Vicki Smith



Matthew Wagman

We're delighted to share the most recent Podcast released on the Federation's exclusive podcast channel: FedSpeaks, Please click on the link below and give it a listen:



- Welcome to Our New Members: Jill Pedigo Hall & Vicki Smith introduce us to:
- [Matthew Wagman](#) a Principal in the Baltimore, MD and Washington, DC offices of [Miles & Stockbridge](#). Listen in as Matt describes his first FDCC experience at the Park City, UT Annual Meeting, why he decided to pursue a legal career and what he loves about golf, cooking, Hazy IPA's...and a clean window!

You can listen to these podcasts and the other 334 FedSpeaks podcast episodes on Spotify, iTunes, Stitcher, the Fed365 app or wherever you get your podcasts. Find out what over 17,442 listeners have already discovered by downloading and subscribing to these enlightening episodes by, about and for members of the FDCC.

#5.3 FDCC Tech Tip:

Winning the Billing Guidelines Battle

By: Rich Dukes



All defense lawyers detest the monthly battle with third party administrators over billing entries that are written off as “Does not comply with the billing guidelines . . . “

Try loading the applicable billing guidelines into a closed system AI – Harvey or CoCounsel for example, not ChatGPT, Perplexity, or other open AI systems and load the prebill and try this prompt:

"Analyze the billing guidelines and compare the time entries on the attached prebill. Identify specific time entries that may not comply with the guidelines and provide the reason. In a separate table rewrite the problematic entries. Please include the initials of the timekeeper in the chart. The chart should compare the non-compliant entry with the corrected entry in two adjacent columns."

Rich Dukes is an FDCC Defense Counsel Member and a shareholder in the Charleston, SC office of **Turner Padgett**. His practice is focused on business litigation, class actions, products liability, and constitutional law. He also represents religious organizations in employment and liability disputes, leveraging a deep understanding of First Amendment protections.



Please register and mark your calendar to attend the following FDCC events of relevant and timely substantive content:

- **May 13, 2026 at 12:00PM ET/9:00AM PT: Webinar:** Insuring the Future: Succession Planning and the Retention of Institutional Knowledge for Corporate Legal Departments, Law Firms, and Solo Practitioners with [Linda King](#), Halley Cruz and [Jody Briandi](#). [Click here to register.](#)
- **July 26 - 31, 2026: Annual Meeting** at the [Corinthia Hotel in Lisbon, Portugal](#): "A Mosaic of Memories in Lisbon". Convention Chair: [Lee Hall](#); Program Chair: [Alycen Moss](#). [Click here](#) to register.
- **September 27-29, 2026: Corporate Counsel Symposium - "From Bourbon Street to the Boardroom Suite: Navigating Risks & Opportunities"** at the Windsor Court Hotel, New Orleans, LA. Co-Chairs are: [Beth Bauer](#), [Chad Hatmaker](#) and [Geneau Thames](#). Registration coming soon!

- **February 28-March 4, 2027: Winter Meeting** at the [Fountainbleu Hotel, Miami Beach, FL](#). Convention Chair: [Valerie Kellner](#) and Program Chair: [Jody Briandi](#).
- **July 25-30, 2027: Annual Meeting** at the [Fairmont Banff Springs, Banff, Alberta, Canada](#). Convention Chair: [Alycen Moss](#) and Program Chair: [Shelly Masters](#).

..and finally, Have a Nice Day...

Rebecca A. Lindemann!



Rebecca is an FDCC Defense Counsel member and a Partner with [Richmond & Quinn](#) in Anchorage, AK. Her practice is focused on businesses and individuals in state and federal courts throughout Alaska.

She defends clients in jury and bench trials involving a variety of claims, including catastrophic injury, wrongful death, aviation, professional liability, product liability, and bad faith. She also has experience litigating claims in relation to multi-district litigation and class actions and has worked on appeals before the Alaska Supreme Court and the Ninth Circuit Court of Appeals. Rebecca also serves on Alaska's Civil Rules Committee.

And this past week, she celebrated her birthday! Please join us in sending her an email of congratulations to:

rlindemann@richmondquinn.com

Happy Birthday Rebecca and our very best wishes to you, Ivan and the family for continued good health, success and happiness in the years to come.

Thank you for being a valued member of the Federation since 2021.

Why FDCC?

"To be the inspired community of vetted defense counsel, exceptional leaders and even better people."

